

RJ REYNOLDS

TOBACCO COMPANY

FILE COPY

May 15, 1997

RJR Account #315288
Mr. B. Grismore
DOWLINGS, INC.

G. H. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108
Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

JULY DORAL B2GT FLASHLIGHT / PROMOTION #700727

Dear Bud:

Regular DORAL product has been ordered (see quantities listed below), as well as 72 SKUs of Doral Flashlights (Item #527813) to pack and ship the above promotion to your participating retail accounts. All additional pertinent promotional information is listed below:

<u>UPC #</u>	<u>DORAL STYLE</u>	<u>#/ (6M)</u> <u>Cases</u>
12300-84006	FF Box	2
12300-22081	FF Box 100	2
12300-84106	LT Box	3
12300-22084	LT Box 100	3

Product PO # 623A ; Displays PO # 623B
Product / Premium Arrival: June 23, 1997

Ship Date to Retail: Week of: June 30, 1997

Lighters: (Item #527813)

SKU CUBE: 2.5280
SKU WT (w/o Product): 10.6200 lbs
Retail Sales Offer per Sku: 20 units

Billing per Sku: 4 Savings Cartons

EFT \$ Amount: \$2,773.14
Non-EFT \$ Amount: \$N/A

Attention
Judy
SMS# 7139-0020

51862 3668

07/10/97

ACCOUNT NUMBER: 315288
VOUCHER NUMBER: 15360250
DATE WRITTEN: 07/10/97
STATUS: PAID
AMOUNT PAID: 140.00

DOWLINGS INC.
92 CATAMOUNT DR.
BOX#1002
MILTON , VT 5468
SEND CHECK TO: PAYEE

DESCRIPTION	UNITS	AMOUNT
'97 VAP PK & SHP	5.00	140.00

EXPLANATION: JULY: DORAL B2GF FLASHLIGHT/#700727/R. TANCHYK

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